

Message Text

UNCLASSIFIED

PAGE 01 LIMA 11539 231855Z
ACTION ARA-10

INFO OCT-01 EB-07 ISO-00 /018 W
-----240535Z 109890 /10
R 231511Z DEC 76
FM AMEMBASSY LIMA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3101

UNCLAS LIMA 11539

EO 11652: N/A
TAGS: BEXP, PE
SUBJ: TENTH PACIFIC FAIR

REF: USDOC 19646

1. COMATT HAS HAD SEVERAL MEETINGS WITH LETTERSTEN SINCE HIS RETURN TO LIMA. HE WAS EXTREMELY PLEASED AND HONORED TO HAVE BEEN RECEIVED BY GARNITZ AND BREWER AND FOR THEIR CANDOR IN DISCUSSING ALTERNATIVE APPROACHES TO US PARTICIPATION IN TENTH PACIFIC FAIR.

2. ON BASIS OUR DISCUSSIONS, IT WOULD NOW APPEAR THAT 3,000 DOLLAR CHARGE REQUIREMENT FOR OTM FIRMS WILL CONSTITUTE SERIOUS HANDICAP. IT IS VIRTUALLY IMPOSSIBLE TO COME UP WITH A BUDGET BASED ON THIS MINIMUM CHARGE THAT COULD BE DEFENDED BEFORE POTENTIAL EXHIBITORS IN GOOD FAITH. IN ANY CASE, EMBASSY AND FAIR OFFICIALS HAVE WORKED UP TWO BUDGET ALTERNATIVES - ONE BASED ON A CHARGE OF \$3000 AND ANOTHER ON \$2000 - WHICH WE WILL SUBMIT TO POTENTIAL EXHIBITORS AT A MEETING TO BE HELD IN EARLY JANUARY. WE WILL BE IN A POSITION TO MAKE MORE SPECIFIC RECOMMENDATIONS FOLLOWING THAT MEETING. IS THERE ANY CHANCE "FULL COST RECOVERY" FEE STRUCTURE WILL BE MODIFIED PRIOR NOVEMBER 1977?

3. REGARDLESS OF FINAL DECISION WHETHER USG PARTICIPATION SHOULD FOLLOW TYPE II FAIR FORMAT OR BE POST-SPONSORED, WE WOULD
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ENCOURAGE GREATEST POSSIBLE ASSISTANCE FROM COMMERCE DEPARTMENT, IN THE FORM OF A BUSINESS INFORMATION CENTER, ACQUISITION OF NEW CARPET IN U.S., ETC. EMBASSY WILL SEND NEXT STATUS REPORT FOLLOWING FIRST EXHIBITORS' MEETING.
DEAN

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NNN

Message Attributes

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